

## Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 04977 241156Z

ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W

-----099523 242246Z /66

R 241048Z MAY 78

FM AMEMBASSY TEHRAN

TO USDOC WASHDC

INFO SECSTATE WASHDC 8524

UNCLAS TEHRAN 4977

E.O. 11652: N/A

TAGS: BBSR, IR

SUBJ: WTDR/FTI: NATIONAL IRANIAN OIL COMPANY (NIOC)

REF: USDOC 03504

### 1. IRAN

OFFICE USE: 2. 507 3. BLANDK 4. 01

5. NATIONAL IRANIAN OIL COMPANY (NIOC)

6. CORNER OF TAKHT-E-JAMSHID AND HAFIZ AVENUE

### 7. TEHRAN

8. CONTACT: SEE ITEM (28).

9. TITLE : SEE ITEM (28)

OTHER OFFICIALS: SEE ITEM (28)

10. PHONE: 6151 11. TELEX: 2514 TN

12. CABLE: NAFTMELLI

13. ESTABL: 1951 14. EMPL: 16,570 15. SIZE: VERY LARGE

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PAGE 02 TEHRAN 04977 241156Z

16. REPUTATION: (Y) EXCELLENT 17. RPT DATE: 5/78

OFFICE USE: 18.NA 19. NA 20. X

21. NA 22. NA

23A. 29110 MFR. DIS. EXP. PETROLEUM REFINING PRODUCTS.

24. FOREIGN SALES: SELLS THROUGHT THE WORLD

25. FINANCIAL REFS: BANK MELLI IRAN: CENTRAL BANK OF IRAN

26. TRADE REF: NA

27. FOREIGN FIRMS REPRESENTED: NA

28. POST EVALUATION: NIOC IS A WHOLLY OWNED GOVERNMENT ENTITY, MANAGED INDEPENDENTLY AND ENTIRELY BY ITS BOARD OF DIRECTORS. IT IS AN UMBRELLA FOR A LARGE NUMBER OF SUBSIDAIRY AND JOINT VENTURE COMPANIES, EACH OF THEM HAVING THEIR OWN PROCUREMENT SYSTEMS. BASIC MATERIALS, (THOSE UTILIZED DIRECTLY IN THE LIFTING AND PROCESSING OF PETROLEUM), ARE GENERALLY PROCURED BY IROS (IRANIAN OIL SERVICES LTD.). SUPPLYOF NON-BASIC ITEMS UTILIZED IN SUPPORT SERVICES, ETC., SUCH AS ENGINEERING SERVICES FOR CONSTRUCTION, CONTRACTING, PRE-FAB. AND RLATED ITEMS ARE GENERALLY PROCURED THROUGH NIOC, ENGINEERING AND CONST- RUCTION DIVISION, HEADED BY ENG.EHSANOLLAH BOUTORABI. OTHER OFFICERS TO CONTACT IN CONNECTION WITH SUPPLY AND PROCUREMENT ARE: MR. SIAVOSH HONARI, GENERAL MANAGER, RE- FINERY ENGINEERING AND CONSTRUCTION AND MR. FOTOUHI, GENERAL MANAGER, PROCUREMENT AND COMMODITY AFFAIRS. NEVER- THELESS, THE ABOVE MENTIONED OFFICES PREFER TO DEAL DIRECTLY WITH SUPPLIERS RATHER THAN THROUGH AGENT. AL- THOUGH PRE-QUALIFICATION NOTICES MAY BE WIDELY DISSEMI- UNCLASSIFIED

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PAGE 03 TEHRAN 04977 241156Z

NATED FOR CONSTRUCTION PROJECTS, THE TENDER PROCESS IS MORE APT TO BE INVITATIONAL, COVERING FIRMS KNOWN TO THE WIDE SPECTRUM OF HIGHLY-TRAINED EXPATRIATES WHO ARE EMPLOYED DIRECTLY OR AS A CONSULTANTS TO VARIOUS ENTITIES WITH THE NIOC GROUP. THE BOARD OF DIRECTORS CONSISTS OF EIGHT HIGH RANKING GOVERNMENT OFFICIALS HEADED BY H.E. HOUSHANG ANSARI, EX-MINISTER OF FINANCE AND ECONOMIC AF- FAIRS . ACCORDING TO LOCAL BANKING SOURCE, NIOC HAS RE- GISTERED CAPITAL OF 100 BILLION RIALS WITH "EXCELLENT" REPUTATION. NIOC HAS EXCELLENT REPUTATION AND EMBASSY RECOMMENDS IT AS TRADE CONTACT

29. PREP: A.A. RAZBAN APPR: DAVID E. WESTLEY  
SULLIVAN

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NNN



## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978TEHRAN04977  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780219-1014  
**Format:** TEL  
**From:** TEHRAN  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1978/newtext/t19780522/aaaaaskr.tel  
**Line Count:** 108  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** e3074597-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2581276  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTDR/FTI: NATIONAL IRANIAN OIL COMPANY (NIOC)  
**TAGS:** BBSR, IR  
**To:** COM  
**Type:** TE  
**vdkgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/e3074597-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014